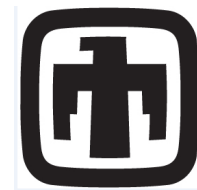


Sandia National Laboratories

Small Business Program Overview

Don Devoti, Small Business Program Manager
June 10-12, 2014



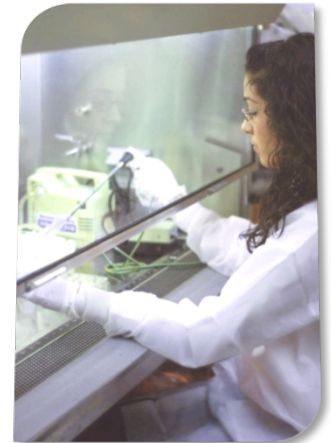
Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND No. 2013-7056C



U.S. Department of Energy — 13th Annual Small Business Forum & Expo
June 10-12, 2014 - Tampa, FL

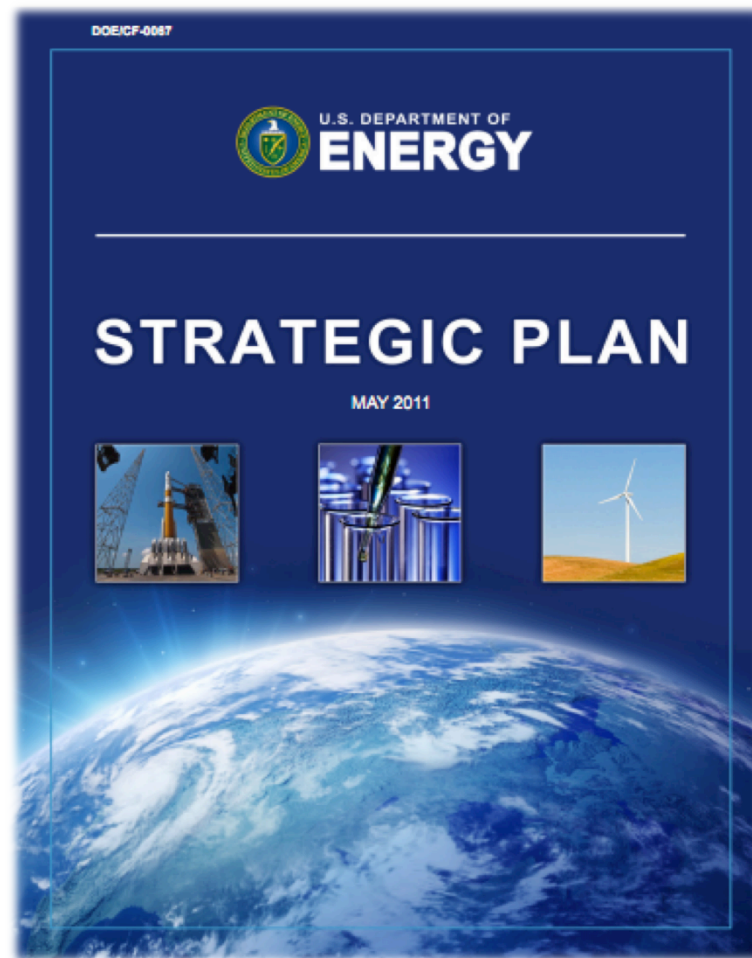
DOE's Mission

- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
- **Nuclear Security** – National Nuclear Security Administration guards:
 - ▣ **Military applications of nuclear energy**
 - ▣ **Military nuclear propulsion plants (i.e. nuclear submarines)**
 - ▣ **Nuclear Nonproliferation** – Detect, secure, and dispose of vulnerable nuclear weapons
 - ▣ **Conversion of high grade to low grade Uranium**
 - ▣ **Computational analysis of nuclear warheads**
- **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production
- **Enhance Efforts in Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences



OSDBU's Mission

The OSDBU's mission is to maximize contract and financial opportunities for small businesses and entrepreneurs at the Department of Energy. This is accomplished through the promulgation of policy, establishment of goals, outreach to small businesses and entrepreneurs, as well as, coordination with the Office of Procurement and Financial Assistance. Specific areas of focus include socio-economic based businesses, subcontracting, and collaboration with program offices.



Site and Facility Management Contractors (FMCs)

Consist of 85% of our procurement base, we retain only 15%

DOE has approximately 15,000 FTEs and 100,000 contractor workforce

Not bundled (ref. FAR 2.1). They are sanctioned by FAR 17.6

Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility

Performance-based, Award Fee, and Award Term

Approximately 40 FMCs, 17 of which are National Laboratories (NL)

NLs are Federally Funded Research & Development Centers (FFRDCs) (ref. FAR 2.1)



Doing Business with the DOE

- Link to the OSDBU Page – www.smallbusiness.energy.gov
- Small Business Program Managers Directory
- Procurement Technical Assistance Centers (PTAC)s
- SBA website
- DUNS Data Universal Numbering System
- NAICS Codes
- DOE Business Forecast
- SBOT – Small Business Outreach Tool
 - GSA - Information on how to become a Federal Supply Schedule (FSS) contract holder You are established as responsible.
 - You are prices are deemed “fair market” prices.
 - Also, Government can do set-asides from FSS.

Rules of Engagement

- Register with the System for Award Management (SAM)
 - **www.sam.gov**
- Check out **FedBizOpps**: **<https://www.fbo.gov>** for synopsized acquisitions
- Register with FedConnect – to view current business opportunities receive solicitations, and submit proposals
 - **<https://www.fedconnect.net/FedConnect/>**
- Check out SBA’s “Sub-Net”: **<http://web.sba.gov/subnet>**. SubNet is equivalent of FedBizOpps for subcontracting opportunities posted by primes

Rules of Engagement

- Go to DOE's website – **www.energy.gov** and use the DOE search engine (white search box) in the upper right hand corner of page to find information about anything regarding DOE and its projects – i.e. type in “biomass” and see what you retrieve
- Also, use Google search engine
- Scroll to bottom of **www.energy.gov** and link to **Small Business**. This is the Office of Small and Disadvantaged Business Utilization. Our direct link is **www.smallbusiness.energy.gov**.

Rules of Engagement

Engage with program elements. Know their mission and requirements.

Create a demand by becoming a solution to DOE requirements, instead of just fishing for work.

Attend outreach sessions and network with other contractors.

Plan ahead – allow 1.5 to 2 years to prepare a proposal for major requirement.

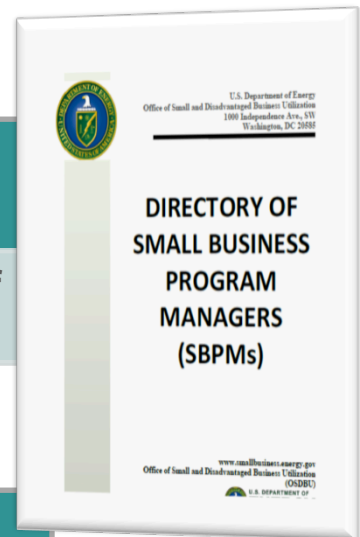
Response to sources sought synopses.

Consider teaming arrangements if requirements are steep.

Learn how to prepare an effective proposal. Incumbents do not always win recompetitions.

Contact Procurements Technical Assistance Centers (PTACs) if you need help.

Be persistent.



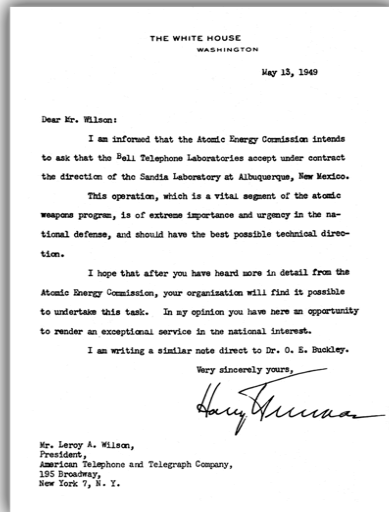
Sandia National Laboratories

Our Business: National Security

- **Core purpose**
 - To help our nation secure a peaceful and free world through technology
- **Highest goal**
 - To become the laboratory that the United States turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe



Sandia's History



Governance Structure

Sandia Corporation

- AT&T: 1949 – 1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–present
- Existing contract expired: March 31, 2014
- Two-year contract extension: April 30, 2016
- One year option to extend: April 30, 2017



Government owned, contractor operated



Federally funded research and development center

Sandia's Sites

Albuquerque, New Mexico



Livermore, California



Kauai, Hawaii



*Waste Isolation Pilot Plant,
Carlsbad, New Mexico*



*Pantex Plant,
Amarillo, Texas*



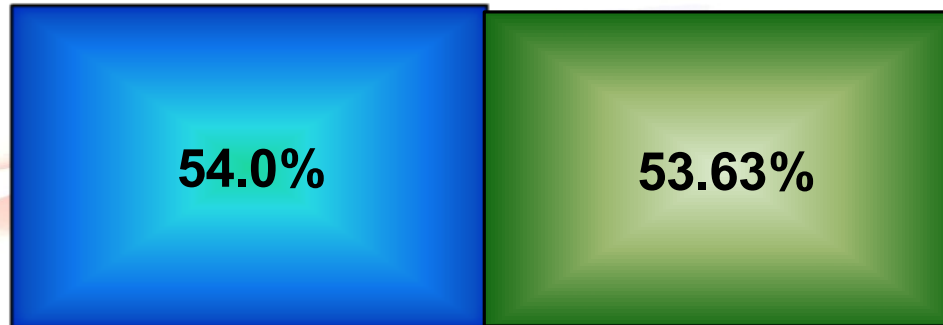
Tonopah, Nevada



Socioeconomic Goals & Accomplishments FY2013

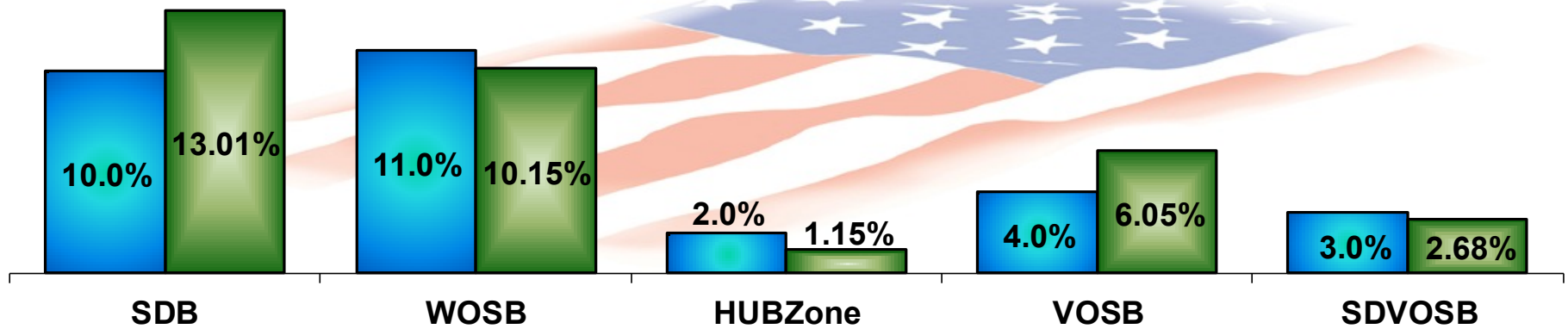
Small Business Goal & Actual

■ Goal FY13 ■ September, FY13



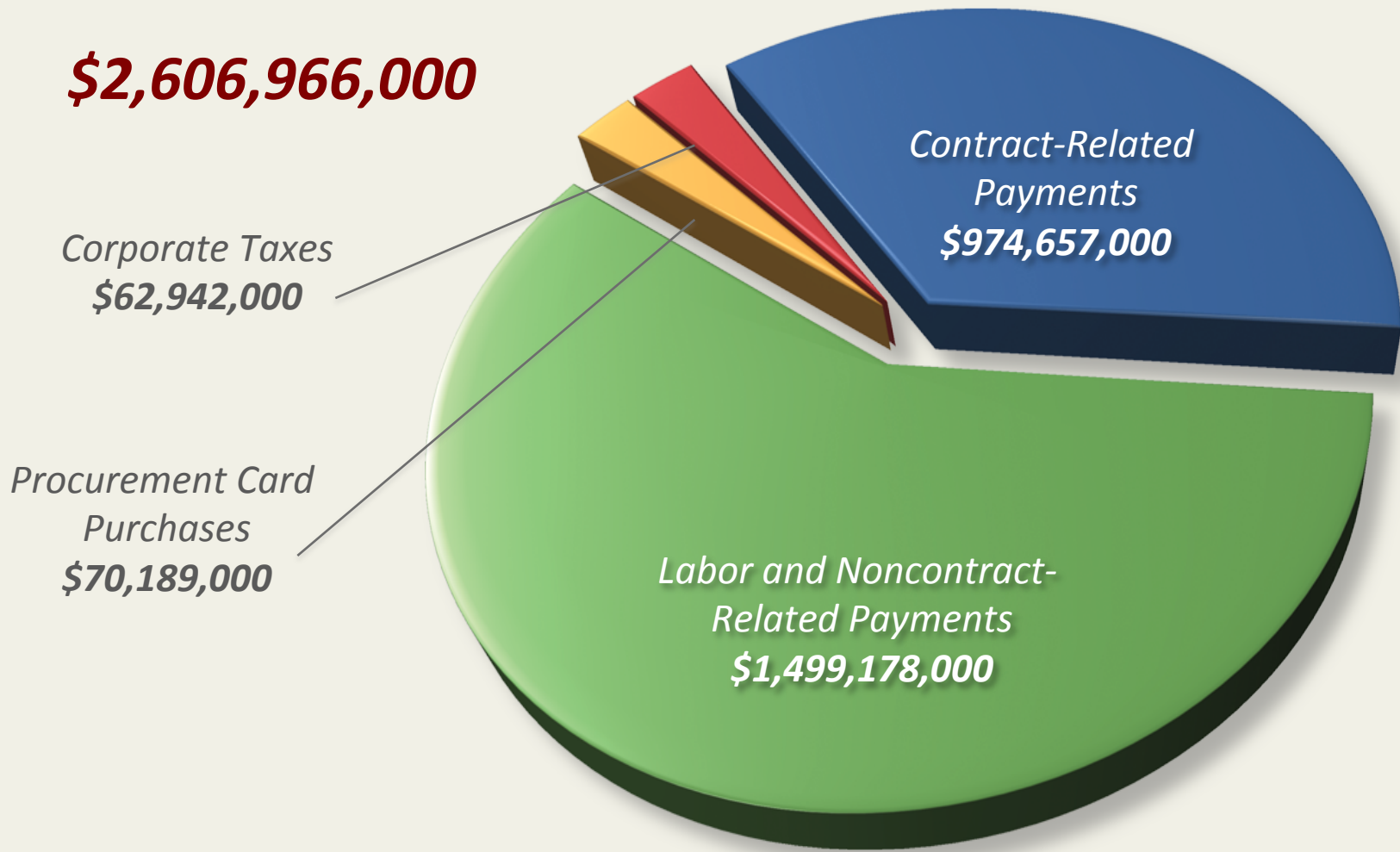
Small Business Sub-Categories Goals & Actuals

■ Goal FY13 ■ September, FY13



FY2013 Total Sandia Expenditures

**Spend Dollars*



Sandia Contract-Related Payments FY2013

- Small Business
- Other than Small
- **Total**



- Woman Owned
- HUBZone
- Small Disadvantaged
- 8(a)
- Veteran Owned
- SDVOSB
- Small Business*
- *nonminority, nonwoman, nonveteran owned

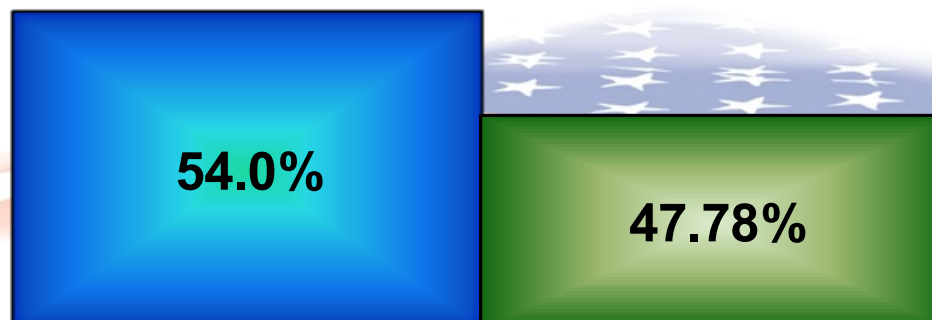
- \$499,317,000
- \$475,340,000
- **\$974,657,000**
- \$104,888,000
- \$14,141,000
- \$138,634,000
- \$33,583,000
- \$62,155,000
- \$21,016,000
- \$124,900,000

Socioeconomic Goals & Accomplishments

FY2014

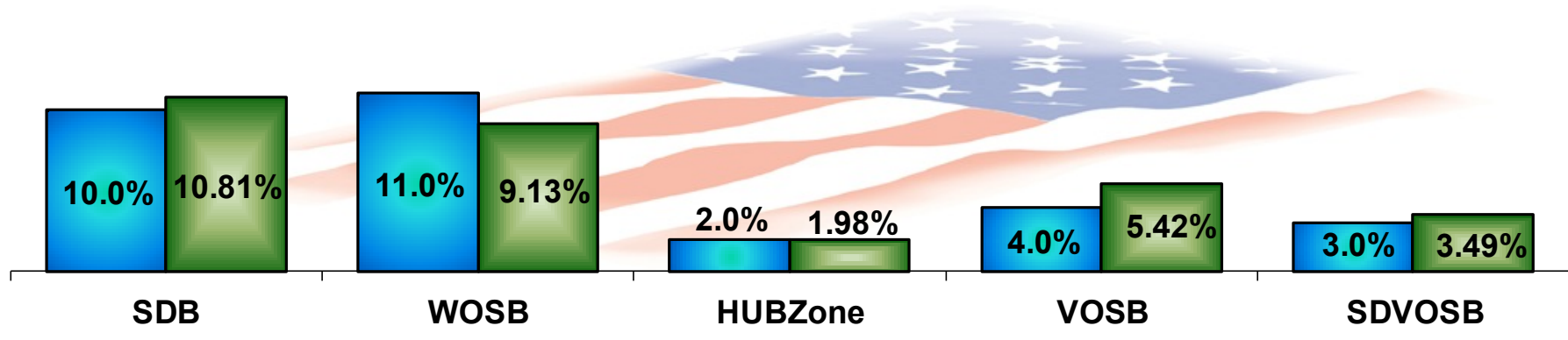
Small Business Goal & Actual

■ Goal FY14 ■ April, FY14



Small Business Sub-Categories Goals & Actuals

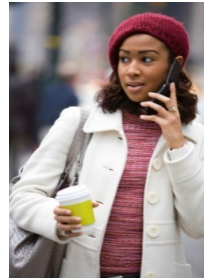
■ Goal FY14 ■ April, FY14



Small Business Utilization Department

Menu of Services

- Business Point of Contact
- Small Business Advocacy
- Supplier Data Management
- Review, Approve & Monitor Subcontracting Plans
- Awareness of Corporate Socioeconomic Goals
- Recognition & Rewards for Utilization of Small Businesses
- In-Reach Activities
- Sourcing
- Business Opportunities Website
- Connections
- Outreach Activities, Supplier Community Forums & Engagement with Supplier Community



Sourcing

Where Do We Find Suppliers

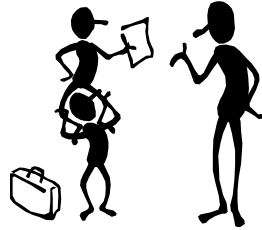
- Business Opportunities Website (BOW)
- Connections
- Industry / Program Specific 'Day'
- Local and National Conferences
- Dynamic Small Business Search (DSBS)
 - [HTTP://DSBS.SBA.GOV/DSBS/SEARCH/DSP_DSBS.CFM](http://DSBS.SBA.GOV/DSBS/SEARCH/DSP_DSBS.CFM)
- System for Award Management (SAM)
 - WWW.SAM.GOV
- Women's Business Enterprise National Council (WBENC)
 - [HTTP://WWW.WBENCLINK.ORG](http://WWW.WBENCLINK.ORG)
- Veteran Owned Business
 - WWW.VIP.VETBIZ.GOV



Sourcing

Sandia's Expectations of our Suppliers

- **Do Your Research**
 - Is Sandia your market?
 - Know who we are
 - Know what we buy
 - Know how we buy
- **Sell Your Capabilities**
 - Identify your “uniqueness,” technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience(s)
- **Supply Best Value**
 - Ensure customer satisfaction, provide quality products/services, and continuous improvement
- **Make Contact**
 - Network, forge relationships, build trust, be persistent, and be patient



What Sandia Looks for in our Suppliers

- The ability to demonstrate **sustained high performance** in cost, quality, safety, and on-time delivery
- **Innovation and responsiveness**
- **Customer focused**
- **Financially healthy and lean**
- Product and service **leadership** within their industry
- **Shared commitment** to mission success able to assist Sandia in achieving our national security mission.

Business Opportunities Website (BOW)

- An easy-to-use Internet application; Accessible 24/7
 - Website: https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp
- Opportunities list potential contracting opportunities for products and services
 - Direct link to Buyer
 - As early in the procurement process as possible
- Opportunities are listed in accordance with the North American Industry Classification Codes (NAICS)
- Enables firms to identify contracting opportunities to supply their products & services to SNL
- Buyers are required to post opportunities to the SNL Business Opportunities Website
 - Competitive requirement of > \$100K or,
 - Sole-Source requirement of > \$500K
- Sole-Source Contracting Opportunities
 - Internal posting only
 - SBUD has access to and may suggest additional suppliers
- Buyers are highly encouraged to use this website for procurements outside the threshold





Business Opportunities Website (BOW)

How to Subscribe to Receive Postings

Sandia Business Opportunities Website Disclosure

The Business Opportunities Website promotes current contracting opportunities at Sandia National Laboratories ("Sandia") for qualified, capable firms to supply their products and services in support of Sandia mission objectives. Contracting opportunities are listed in accordance with the North American Industry Classification System. See [NAICS](#).

Please note the following:

- Major revisions or cancellations may occur with contracting opportunities.
- Sandia reserves the right to change the competition type from Competitive to Set-Aside prior to the release of the Request for Quotation (RFQ).
- Advertising or marketing information submission is prohibited on this site.
- If capability information is requested with your response, be advised that Sandia will not issue your organization a Request for Quotation unless you submit clear and convincing information that your organization has the necessary relevant experience, can fulfill the requirements of the statement of work and can meet each and all of the mandatory requirements. If you do not adequately address each question, and the Sandia Buyer does not have information indicating otherwise, the presumption will be that your organization is not a viable competitor.

To be notified whenever a new contracting opportunity is posted, please visit the [Sandia Opportunities Email Subscription Page](#).



To open a draft request you created earlier or to review a request you submitted earlier, visit the [Open My Requests Page](#).

Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC04-94AL85000.

Sandia Business Opportunities Website

Sandia Opportunities Email Subscription Page

[Back to Business Opportunities Summary Page](#)

[Subscribe](#)

[Unsubscribe](#)

Enter your email address and click the Subscribe or Unsubscribe button to add or remove your email from the opportunities mailing list. If you subscribe to the list, you will receive an email each time a business opportunity is posted or updated.

* Contact Email





Business Opportunities Website (BOW)

How to Get on a Sources Sought List



Sandia
National
Laboratories

iSupplier Portal

Close

Sandia Business Opportunities Website

Sandia Business Opportunities Summary Page

This table contains all posted Sandia business opportunities. Click the ID link in the first column to view details or to request an RFQ. Click a column header to sort by that column. The opportunity expires at midnight on the Posting Close date. See important info at bottom. [Return to Doing Business with Sandia.](#)

ID	Buyer Email	NAICS	Title	Est. Value	Posted	Posting Close	Competition Type
413840	jdvalle@sandia.gov	517: Telecommunications	Unified Communications Package		20-Aug-2013	10-Sep-2013	Competitive
412864	dmkeiss@sandia.gov	541330: Engineering Services(0)	Elevator Program Assessment		17-Aug-2013	09-Sep-2013	Competitive
413835	prsedil@sandia.gov	511210: Software Publishers(1)	Tester for Single Event Effects in Semiconductor Devices		17-Aug-2013	09-Sep-2013	Competitive

Opportunity Details Page

[Back to Business Opportunities Summary Page](#)

[Request RFQ](#)

This section displays all the information published about this opportunity. Sandia reserves the right to change the competition type from "Competitive" to "Set-Aside" prior to the release of the Request for Quotation (RFQ). Click the "Request RFQ" button to enter your company information and submit a request to receive the RFQ. Click the "Back to Business Opportunities Summary Page" button to return to the list of opportunities.

ID	413835	NAICS	511210: Software Publishers(1)
Posted	17-Aug-2013	Est. Period of Performance	06-30-2014
Posting Close	09-Sep-2013	Competition Type	Competitive
Est. RFQ Open Date	16-Aug-2013	Est. Value of Contract	
Est. Award Date	27-Sep-2013		
Buyer Email	prsedil@sandia.gov		
Title	Tester for Single Event Effects in Semiconductor Devices		

Opportunity Requirements

This section displays all requirements associated with this opportunity. If you request an RFQ, you will be asked to address each of these requirements.



Business Opportunities Website (BOW)



Sandia National Laboratories iSupplier Portal

Close

Sandia Business Opportunities Website

Sandia Business Opportunities Summary Page

This table contains all posted Sandia business opportunities. Click the ID link in the first column to view details or to request an RFQ. Click a column header to sort by that column. The opportunity expires at midnight on the Posting Close date. See important info at bottom. [Return to Doing Business with Sandia.](#)

ID	Buyer Email	NAICS	Title	Est. Value	Posted	Posting Close	Competition Type
562027	ddemenn@sandia.gov	236220: Commercial and Institutional Building Construction(0)	Building 705 - Institutional General Plant Project (IGPP)	\$8,200,000	28-Mar-2014	17-Apr-2014	Competitive
540987	vrlujan@sandia.gov	541613: Marketing Consulting Services	Request for Proposal for Marketing & PR Services		21-Mar-2014	10-Apr-2014	Competitive
417840	diabaca@sandia.gov	561210: Facilities Support Services(1)	Kauai Test Facility (KFT) Support per Statement of Work		20-Mar-2014	09-Apr-2014	Set-Aside - 8A
555017	prsedil@sandia.gov	423690: Other Electronic Parts and Equipment Merchant Wholesalers(0)	Modified Credence EXA3000, 512 pins.		20-Mar-2014	09-Apr-2014	Competitive
504945	sthlo@sandia.gov	812332: Industrial Launderers	JIT Systems Contract for Cleanroom Services		19-Mar-2014	08-Apr-2014	Competitive
552003	acgrona@sandia.gov	423430: Computer and Computer Peripheral Equipment and Software Me(0)	SpectraLogic T950B Tape Library		14-Mar-2014	03-Apr-2014	Competitive
553003	agrocho@sandia.gov	334516: Analytical Laboratory Instrument Manufacturing	Helium Liquefier		14-Mar-2014	03-Apr-2014	Competitive
547016	dvalde1@sandia.gov	332216: Saw Blade and Handtool Manufacturing	Coordinate Measuring Machine (CMM)		14-Mar-2014	03-Apr-2014	Competitive
536977	nwkte@sandia.gov	325920: Explosives Manufacturing(0)	**THIS IS A REQUEST FOR INFORMATION ONLY -- MARK QUALITY EXPLOSIVE COMPONENTS**		21-Feb-2014	03-Apr-2014	Competitive

Sandia Business Opportunities Website Disclosure

The Business Opportunities Website promotes current contracting opportunities at Sandia National Laboratories ("Sandia") for qualified, capable firms to supply their products and services in support of Sandia mission objectives. Contracting opportunities are listed in accordance with the North American Industry Classification System. See [NAICS](#).

Please note the following:

- Major revisions or cancellations may occur with contracting opportunities.
- Sandia reserves the right to change the competition type from Competitive to Set-Aside prior to the release of the Request for Quotation (RFQ).
- Advertising or marketing information submission is prohibited on this site.
- If capability information is requested with your response, be advised that Sandia will not issue your organization a Request for Quotation unless you submit clear and convincing information that your organization has the necessary relevant experience, can fulfill the requirements of the statement of work and can meet each and all of the mandatory requirements. If you do not adequately address each question, and the Sandia Buyer does not have information indicating otherwise, the presumption will be that your organization is not a viable competitor.

To be notified whenever a new contracting opportunity is posted, please visit the [Sandia Opportunities Email Subscription Page](#).

To open a draft request you created earlier or to review a request you submitted earlier, visit the [Open My Requests Page](#).

Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC04-94AL85000.

Close

Privacy and Security

Copyright (c) 2006, Oracle. All rights reserved.

Small Business Utilization Department

Don Devoti, Manager

djdevot@sandia.gov

505-284-4338

Small Business Program Manager

SMALL BUSINESS ADVOCATES

Jim Green

jjgreen@sandia.gov

505-844-0765

Veteran & Service Disabled Veteran Owned Small Business Advocate

- Weapons Engineering / Product Realization & Infrastructure Procurement
- National Security Programs and Pulsed Power Sciences Procurement

Marie Myszkier

mamyszk@sandia.gov

505-284-9671

8(a), Small Disadvantaged and HUB Zone Small Business Advocate

Alaska Native Corporations & Indian Tribes Advocate

- Energy, Security and International Procurement
- Science & Technology and Research Foundation / Computing & Network Services / Information Systems Development / CIO Procurement
- SNL California Procurement

Ann Riley

ajriley@sandia.gov

505-284-9550

Woman Owned Small Business Advocate

- Infrastructure Operations & Protection Procurement
- JIT / Rapid Procurement

Business Point of Contact supplier@sandia.gov 800-765-1678



U.S. Department of Energy — 13th Annual Small Business Forum & Expo
June 10-12, 2014 - Tampa, FL

Questions & Answers

